CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

A. Set the Renewal Product field on the Premier Support Product record to Premier Pro.

B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.

C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

D. Set the upgrade Target field on the Premier Support Product record to Premier Pro.

Correct Answer: D

QUESTION 2

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

A. Set the Order By field on the Quote to Product Family.

B. Set the Order By field on the Quote Line to Product Family.

C. Enable Allow Multiple Orders from a checkbox on the Quote.

D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

Correct Answer: D

QUESTION 3

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

A. The Revised Quantity has been set on the Subscription record.

B. The Products have a Discount Schedule and Cross Order is not selected.

C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.

D. A Price Rule is firing On Calculate and changing the Effective Quantity.

Correct Answer: B

QUESTION 4

"UC has three different quote processes for guided selling. The Admin wants to dynamically assign the appropriate quote process to a quote based on the customer\\'s region.

What should be done to meet this requirement?

A. Create a trigger to update the Process Inputs Region field on the Quote."

B. Create a trigger to update the Process Inputs Region field on the Quote Process.

C. Create a workflow rule to update the Quote Process ID field on the Quote Line Group

D. Create a workflow rule to update the Quote Process ID field on the Quote

Correct Answer: D

QUESTION 5

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

A. Create a new field set on the Quote Line editor without Monthly Price.

B. Fill the Conditional Print Field on the Column Lines object.

C. Create a custom Formula indicating if the Payment Terms Are Net 30.

D. Create an additional Lines Section without the Monthly Price field.

Correct Answer: BD

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